

Message Text

LIMITED OFFICIAL USE

PAGE 01 PRETOR 00890 201638 Z

43

ACTION MC-02

INFO OCT-01 AF-10 ADP-00 PM-09 L-03 CIAE-00 INR-09 NSAE-00

RSC-01 EB-11 TRSE-00 COME-00 RSR-01 /047 W

----- 101584

R 201521 Z MAR 73

FM AMEMBASSY PRETORIA

TO SECSTATE WASHDC 7812

INFO AMCONSUL CAPE TOWN

AMCONSUL JOAHNNESBURG

LIMITED OFFICIAL USE PRETORIA 0890

E. O. 11652: N/A

TAGS: MILI, SF

SUBJ: MUNITIONS CASE

REF: (A) STATE 044009; (B) PRETORIA 0807

CAPE TOWN FOR EMBASSY

1. JOHANNESBURG COMMERCIAL OFFICER TALKED WITH OFFICIAL OF BRIGADIERS (PTY) LTD (W. F. PRETORIUS, TECHNICAL MANAGER) WHO CONFIRMED ORDER FOR 100 SPEECH SCRAMBLERS PLACED WITH RACAL ELECTRONICS SA LTD. PRETORIUS SAID THAT FIRM HAS WITHIN LAST YEAR ENTERED HIGHLY COMPETITIVE FIELD OF FOOD SLIMMING PRODUCTS WHERE COST TO DEVELOP AND MARKET NEW PRODUCT APPROXIMATELY DOLS 60-70,000. ON BASIS OF PAST EXPERIENCES, BRIGADIERS FEELS COMPETITORS HAVE BEEN MONITORING TELEPHONIC CONVERSATIONS (COVERING FORMULAS AND MARKETING STRATEGY) AND TAKING ADVANTAGE OF THIS TO PUSH THEIR PRODUCTS. SPEECH SCRAMBLERS, WHICH SUPPOSEDLY CAN BE INSERTED INTO ANY TELEPHONE, WOULD BE USED TO INSURE SECRECY OF COMMUNICATIONS WITH FIELD REPRESENTATIVES. BRIGADIERS ESTIMATES TOTAL COTS FOR 100 UNITS ORDERS AT APPROXIMATELY DOLE 35,000.

2. JOHANNESBURG COMMERCIAL OFFICER COMMENTS THAT ALTHOUGH EXPLANATION PERHAPS "FAR OUT," IT IS IN KEEPING WITH AGGRESSIVE NATURE OF COMPANY WHICH STARTED 10 YEARS AGO BY TWO JOURNALISTS
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 PRETOR 00890 201638 Z

(SEE WTDR DATED MARCH 1973). BRIGADIERS DOES NOT MARKET ITS PRODUCTS IN RHODESIA.

3. UPON RECEIPT OF ABOVE, EMBOFF CHECKED AGAIN WITH RACAL (JOHN LARSON) WHO REPEATED STORY REPORTED REFTTEL B, NAMELY THAT IN INITIAL DISCUSSION HE HAD CONFUSED BRIGADIERS' ORDER WITH THAT PLACED BY TELESIGNALS FOR SIMILAR EQUIPMENT AND THAT BRIGADIERS' ORDER STILL OUTSTANDING.

4. COMMENT: AS REPORTED RESPECTIVE WTDRS, BOTH RACAL AND BRIGADIERS ENJOY GOOD REPUTATION. EMBASSY IS NOT IN POSITION TO COMMENT ON APPROPRIATENESS OF DEVICES ORDERED BY BRIGADIERS FOR PURPOSES CITED. NOR CAN WE JUDGE APPARENT CONFUSION OF RACAL OVER ORDERS UNDER CONSIDERATION. NEVERTHELESS, ON BAISIS OF INVORMATION AVAILABLE, WE WOULD RECOMMEND ISSUANCE OF EXPORT LICENSE WITH PROVISIO FOR SUBSEQUENT END- USE CHECK IF SOPHIS- TICATION OF EQUIPMENT MERITS.
HURD

LIMITED OFFICIAL USE

*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 MAR 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973PRETOR00890
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: n/a
From: PRETORIA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730333/aaaaiajc.tel
Line Count: 86
Locator: TEXT ON-LINE
Office: ACTION MC
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 73 STATE 044009, 73 PRETORIA 0807
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 11 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11-Jan-2002 by martinjw>; APPROVED <31-Jan-2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> srp 971215
Subject: MUNITIONS CASE
TAGS: MILI, SF
To: MC
SECSTATE WASHDC INFO CAPETOWN
JOHANNESBURG
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005